Todd T. Nelson Tesisler Yolu, EUAS Loj. C1, D5 Istanbul, Turkey 34315

Nationality: American

Objective: To use my unique skill set and contribute to the growth of the company and

continue to develop professionally.

Experience: Dijitas Consulting, Istanbul, Turkey – Partner/General Manager, 2 years

 defined goals and strategy for local companies entering into the emerging energy and telecommunications sectors.

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 established and led clients' multi-functional teams to increase efficiency and sustainability of new endeavors.

<u>Teknoloji Holding, Istanbul, Turkey</u> – General Manager, 2 years

Tarsus

- evaluated new business lines for profitability and sustainability;
- determined project goals and strategy;
- led multi-function teams in developing new energy and telecommunications sectors

Teknoser - Hired by the CEO to increase efficiency and reduce the cost of operations.

- increased revenue by 60% while doubling the net profit margin to 28%;
- increased market share by 50% while increasing staff by only 2%;
- made substantial operational reforms significantly enhancing efficiency, profitability and customer satisfaction.

Deloitte and Touche, Ankara Turkey – Senior Consultant, 3 years

Ziraat and Halk Bank – Restructuring

 analyzed and made recommendations regarding the bank's Supply Chain Management, Revenue Generation, Risk and Capital Management, Cost Management, Organizational Structure, Corporate Culture and Change Management processes as well in the information technology infrastructure.

Turkish Vakiflar Bank – Risk Management, Credit Team Leader

- assessed the viability of the bank's IT infrastructure.
- determined credit risk criteria
- defined the policies and procedures for performing credit risk assessment

Turkish Labor Department – Server Implementation

 designed and implemented a secure Web server, proxy server, and firewall for the Turkish Labor

Electricity Authority - Distribution Standards

- designed, developed and delivered standards for the restructuring and privatization of the Turkish electricity market
- responsible for project management, customer management, and quality control.

Turkish Treasury - Accounting System

- managed the development of a comprehensive and modern public financial management system using Oracle Financials
- directed infrastructure design, software customization, documentation, and end user training.

GTECH Corporation – Operations Manager, 5 Years

GTECH Avrasya – Ankara, Turkey

- established an operations center, helpdesk, and Turkey's largest data network.
- launched the first online lottery system in Turkey. As the primary
- defined strategic business objectives, created and implemented the marketing plan
- established agent selection requirements, and implemented a comprehensive training system.

GTECH Tri-State – Operations Manager, Augusta, Maine

- directed the conversion from the out-dated system to a GTECH standard online system
- established a "Renaissance" control room, authored a QA process
- improved site operations resulted in less than 0.01% unscheduled downtime.

Education University on Maryland

B.Sc. Applied Linguistics – 1993

Major in Russian Studies, minor in International Relations

Languages English: Native Turkish: Bi-lingual

Russian: Rated Native Speaker French: Proficient

German: Proficient

Interests Reading, Writing, Chess, Video production, Travel, Volunteering with

Special Olympics, Orphan Holiday program, Leukemia Hostels.

References available upon request.